

Message Text

UNCLASSIFIED

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ACTION NEA-10

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R 250807Z OCT 75
FM AMEMBASSY DOHA
TO SECSTATE WASHDC 0933
USDOC WASHDC

UNCLAS DOHA 1186

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJ: MAJOR EXPORT OPPORTUNITY: TRASH COLLECTION SYSTEM

1. AMERICAN CITIZEN MANAGER OF PROMINENT LOCAL FIRM HAS REQUESTED EMBASSY ASSISTANCE IN CONTACTING US FIRMS SPECIALIZED IN ESTABLISHING MUNICIPAL GARBAGE COLLECTION AND DISPOSAL SYSTEMS. ACCORDING MANAGER, SENIOR OFFICIAL AT MINISTRY OF MUNICIPAL AFFAIRS TOLD HIM THAT GOVERNMENT WISHES TO NEGOTIATE CONTRACT WITH FOREIGN FIRM CAPABLE OF PROVIDING ALL NECESSARY EQUIPMENT AND ORGANIZATIONAL KNOW-HOW FOR ESTABLISHMENT OF NEW TRASH COLLECTION SYSTEM IN DOHA. CONTRACT WOULD INCLUDE TRUCKS, CONTAINERS, COMPACTERS, INCINERATORS AND NECESSARY SPARES AS WELL AS ORGANIZATION AND POSSIBLE MANAGEMENT OF TRASH COLLECTION PROGRAM. MANAGER SAID ESTIMATED TOTAL VALUE OF PACKAGE IS \$3-4 MILLION.

2. MANAGER SAID IT WOULD BE NECESSARY FOR REPRESENTATIVE OF INTERESTED FIRM TO VISIT DOHA FOR TALKS WITH OFFICIALS AT MUNICIPALITY AND SURVEY OF LOCAL SITUATION. HE SAID HIS COMPANY IS WILLING TO PAY ALL EXPENSES OF TRIP BUT STATED QUICK ACTION NECESSARY TO GET OFFER IN BEFORE FOREIGN COMPETITORS MOVE.

3. REQUEST USDOC INFORM QUALIFIED US FIRMS OF THIS OPPORTUNITY. INTERESTED COMPANIES SHOULD CONTACT JOE ASSIR, MANAGER, KHALID TRADING COMPANY, TELEX: KEMCO DH. WTDR ON FIRM IS IN PREPARATION. PAGANELLI

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